

Message Text

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ACTION NEA-10

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AMCONSUL CALCUTTA
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UNCLAS BOMBAY 1861

FOR ADERHOLD

E. O. 11652: N/A
TAGS: BEXP, IN
SUBJ: BUSINESS VISITOR: MR. VIREN J. SHAH, CHAIRMAN &
MANAGING DIRECTOR, MUKAND IRON AND STEEL WORKS
LIMITED, BOMBAY

1. MR. VIREN J. SHAH, A PROMINENT MEMBER OF THE INDIAN
PARLIAMENT AND A LEADER OF THE RULING JANATA PARTY, HAS
INFORMED US THAT HE HOPES TO BE IN U.S. LATE AUGUST
THROUGH MID-SEPTEMBER ON A BUSINESS VISIT IN HIS CAPACITY
AS CHAIRMAN AND MANAGING DIRECTOR OF MUKAND IRON AND STEEL
WORKS LTD., BOMBAY. HE IS INTERESTED IN EXPLORING
POSSIBILITIES OF OBTAINING AMERICAN TECHNOLOGY FOR MANU-
FACTURE OF PROCESS AND SIZE REDUCTION EQUIPMENT AND HAS
SOUGHT OUR ASSISTANCE IN CONTACTING APPROPRIATE U.S.
FIRMS. MR. SHAH WILL BE ACCOMPANIED BY ONE OR TWO EXECUTIVES
OF MUKAND. WE ARE AIRPOUCHING SIX SETS OF A LETTER
RECEIVED FROM MR. SHAH AND THE CORPORATE PROFILE OF MUKAND.

2. MUKAND IS CONSIDERED HERE TO BE A FIRST CLASS ENGINEERING
FIRM AND IS ONE OF THE EIGHTY LARGE PRIVATE SECTOR FIRMS IN
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THE COUNTRY. ITS SUBSCRIBED CAPITAL IS \$11 MILLION, ASSETS
VALUED AT \$40 MILLION, AND HAS A SALES TURNOVER OF OVER
\$57 MILLION. IT EMPLOYS 5000 PERSONS. MUKAND'S PRINCIPAL
PRODUCTION AREAS INCLUDE LARGE STEEL CASTINGS, ROLLED STEEL
PRODUCTS, MATERIAL HANDLING AND PROCESS EQUIPMENT FOR
VARIOUS INDUSTRIES AND A CONTRACT ENGINEERING DIVISION TO
HANDLE TURNKEY ASSIGNMENTS. MUKAND HAS TECHNICAL COLLABORA-

TION AGREEMENTS WITH JAPANESE HITACHI FOR CASTINGS AND WITH NIPPON FOR STEEL PRODUCTS. IT MANUFACTURES RAILROAD WAGONS AND COUPLERS WITH TECHNICAL KNOW-HOW PROVIDED BY BRITISH STEEL CORPORATION. WE CONSIDER MUKAND TO BE AN EXCELLENT PARTNER FOR US FIRMS. MR. SHAH IS A VERY CAPABLE, EXPERIENCED AND REPUTABLE BUSINESSMAN.

3. MUKAND IS INTERESTED IN OBTAINING TECHNOLOGIES TO MANUFACTURE (A) CRUSHERS, BALL MILLS, SCREENING EQUIPMENT AND OTHER TYPES OF GRINDING MILLS, AND (B) KILNS, CALCINERS, DRYERS AND COOLERS. FOR THE FIRST CATEGORY OF PRODUCTS MR. SHAH HAS IDENTIFIED ALLIS CHALMERS CORPORATION (THROUGH ITS CRUSHING AND EQUIPMENT DIVISION AND MINING SYSTEMS DIVISION) AND BARBER GREENE OVERSEAS INC. AS SUITABLE FIRMS. FOR THE OTHER PRODUCT GROUPS, HE WOULD LIKE TO CONTACT STANSTEEL CORPORATION (AN ALLIS CHALMERS SUBSIDIARY), LOS ANGELES, CALIF., CLARK EQUIPMENT CO., BENTON HARBOR, MICH. AND CE RAYMOND COMBUSTION ENGINEERING, SOUTH EUCLID, OHIO. MR. SHAH IS ALSO WILLING TO MEET OTHER POTENTIALLY QUALIFIED FIRMS THAT MAY BE INTERESTED IN THE TRANSFER OF TECHNOLOGY.

4. ACTION REQUESTED: IN VIEW OF THE STRONG POSSIBILITIES OF BUSINESS RESULTING FROM MR. SHAH'S VISIT, WE RECOMMEND SPECIAL HANDLING OF MUKAND'S PROPOSALS. PLEASE CONTACT APPROPRIATE OFFICERS OF THE FIRMS SUGGESTED BY MR. SHAH AS WELL AS OTHERS THAT MAY BE INTERESTED. WE WOULD APPRECIATE

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RECEIVING PARTICULARS OF SUCH FIRMS TO PASS ON TO MR. SHAH. COURTNEY

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